Equipment Sales Specialist

JOB SUMMARY:
Responsible for selling dental equipment and related financing. Key performance elements include: sales volume, sales growth rates, gross margin attainment, accounts receivables, inventory management, high quality-efficient installations, and customer satisfaction (both internal and external customers).

ESSENTIAL RESPONSIBILITIES & ACCOUNTABILITIES:
List the major responsibilities. Please begin each sentence with a verb in present tense. Please list the % of time (in the format of ## %) spent for each responsibility and list the most important duties first. Please note sum of % of Time should equal to 100%.

- Perform equipment selling function to prospective customers while delivering a unique and superior customer experience with regard to purchasing and financing dental equipment and achieving high gross margins.
- Achieve annual sales goals as established with Regional Manager.
- Understand and effectively promote company-wide preferred customer program – Privileges and high technology (Dentrix) offerings along with various equipment and financing offerings.
- Provide office design services to customers (with support from National Design Team) and oversee the preparation process of customer site with customer, contractors, and HSD designated Lead Technician.
- Complete Equipment Order Agreement including customer signatures and document all pertinent project details.
- Communicate and execute company terms of sale. This includes responsibility for collection of deposits, customer signatures, balances due (or final financing documents) on or before delivery. Also must offer and attempt to sell Henry Schein Financial Services on every proposal.
- Attend equipment installation (or minimally make contact with customer on day of installation), communicate with customer on installation progress, insure all follow-up work is done on a timely basis and to the customer’s satisfaction.
- Review with customer proper use and care of equipment: walkthrough installation guide (may ask Lead Technician to provide this service) and co-travel with FSC’s to create new leads and ‘train’ FSC’s on prospecting.
- Educate and train Field Sales Consultants on equipment and work with Equipment Coordinator by providing all pertinent information on a timely basis.
- Participates in special projects and performs other duties as required.

In addition to the essential duties and responsibilities listed above, all positions are also responsible for:

- Meeting company standards pertaining to quantity and quality of work performed on an ongoing basis, performing all work related tasks in a manner that is in compliance with all Company policies and procedures including WorldWide Business Standards.
- Adhering to Company policies, procedures, and directives regarding standards of workplace behavior in completing job duties and assignments.